

My name is Raymond Curatolo, and I am the President of Next Health, LLC. I am here testifying on behalf of Next Health in support of Senate Bill 175; an act requiring health insurance coverage for patient lifts. We believe that this bill will be incredibly beneficial for insurance providers because it enhances a patient's mobility, prevents potential injuries to their caregivers, and therefore, will be instrumental in relieving and/or preventing other medical conditions to both the patient and caregiver.

By way of background, Next Health is the manufacturer and marketer of a patient transfer solution, known as the AgileLife. Our company, which is privately owned, was organized in January 2009 to develop and market the solution which is patented, FDA registered, and has been successfully used in private homes, community group homes, assisted living facilities, nursing homes, and hospitals. Our clients' conditions include traumatic brain injuries, stroke, multiple sclerosis, Guillain Barre syndrome and more; all of which have led to their immobility and need for this product.

The core product is an integration of several assistive devices that automates the transfer of immobile individuals to and from a hospital bed and integrated wheelchair-commode without a need to lift the patient; hence, known as a truly 'zero-lift' solution.

Patients have improved their quality of life with the heightened independence and dignity that AgileLife provides them, with a reduced risk of pressure ulcers, the elimination of potential falls, and the reduction of hospital re-admissions. Caregivers are able to give their patients a higher quality of care with a reduced risk of injury or disability, along with a reduction of worker's compensation claims. Families can keep their loved ones at home, often without the need of an additional caregiver.

As we look to grow Next Health at our facility in Norwalk, CT, our plan is to hire a diversified workforce of 35 to 50 additional employees. We will begin this process by relocating our current manufacturing operations from Cleveland, OH to Norwalk, CT, which will require a broad set of skills across operations, delivery and manufacturing.

The AgileLife system, in conjunction with bringing jobs to Connecticut, aligns well with the life sciences/health care initiatives Connecticut has under way. Governor Malloy has taken strategic measures to enable seniors to age in place with the many programs he has implemented over the past few years. In addition, we continue to work closely with Senator Blumenthal's office on Veteran's Affairs initiatives in Connecticut, as well as at the federal level.

There is a significant market need for this type of zero-lift solution, as there are currently 1.65 million chronically disabled individuals in need of significant transfer assistance, with 10,000 baby boomers turning 65 every day. Throughout our experience in both the home and institutional settings, we have seen the toll of patient immobilization and the strain it places on families and caregivers, leading to long-term effects that evolve into insurance claims, and at a rapid rate. The unfortunate reality is that we receive a large number of inquiries from individuals that would significantly benefit from the use an AgileLife type-system, however; without insurance coverage they are faced to revert back to sling lifts and/or mechanical lifting, hence; the risk of injury and additional claims.

WHAT THE HEALTH CARE COMMUNITY IS SAYING ABOUT THE AGILELIFE SYSTEM

"The Agile Life has been a 'game changer' for me. The mechanical lift caused extreme pain and this is totally comfortable. I felt a sense of freedom when this came and can't say enough about it. I'd love to come and work as a salesman for Next Health when I recover because everyone needs to know about this!"

Patient in Skilled Nursing Facility

"Our client had been in a long term care facility for 2 years and wanted to return to her home. She would not have been able to go home without the Agile Life system."

HFP Care Manager

"My mom loves it! Now she can spend the better part of her day out of bed."

Daughter of Client in Assisted Living Facility

"This system makes my life easier. Instead of taking extra time using a mechanical lift and straining my back, with the touch of a button our consumer can be moved."

CNA at Community Home

PRODUCT SPECIFICATIONS

Bed Technical Specifications

BED FRAME LENGTH	93" 237cm
BED FRAME WIDTH	43" 110cm
SLEEP DECK WIDTH	36" 92cm
SLEEP DECK LENGTH	80" 203cm
SLEEP DECK HEIGHT (low position)	15.5" 40cm
SLEEP DECK HEIGHT (high position)	28" 71cm
WEIGHT CAPACITY	500lbs 227kg

Wheelchair Technical Specifications

OVERALL WIDTH	27" 69cm
OVERALL HEIGHT (to top of seat/backrest)	33" 84cm
OVERALL DEPTH	32" 81cm
SEAT WIDTH	18" 46cm
SEAT DEPTH	16" 41cm

System Technical Specifications

OVERALL LENGTH	114" 290cm
VOLTS	115VAC
AMPERE RATING	4A
CURRENT LEAKAGE	<100 uA
FREQUENCY	60 Hz
HOSPITAL GRADE PLUG	Yes

Therapeutic seating and mattress features are standard offerings.

AGILE *Life*

The ONLY "Zero-Lift" Patient Transfer & Movement System



Next Health

Simply Transforming Caregiving

For more information, please visit our web site,
www.nexthealthlife.com, email us at info@nexthealthlife.com
or call us at (203) 939-1153.

300 Wilson Avenue | Norwalk, CT 06853
Phone: 203-939-1153 | info@nexthealthlife.com
www.nexthealthlife.com

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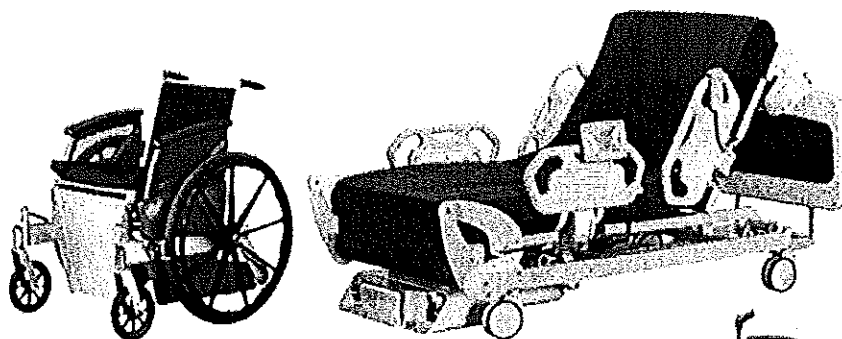
AGILE *Life*



See the video
or visit

www.nexthealthinc.com

SIMPLY SOLVING COMPLEX NEEDS



EVERY DAY, patients, health care professionals and family caregivers face the challenges of safe patient handling and the individual's need for healthy movement and independence.

At Next Health we have developed breakthrough assistive medical technology that provides greater mobility and independence while addressing critical therapeutic and safety needs. Never before has a single solution addressed so many issues across the healthcare continuum.



THE AGILELIFE SYSTEM IS AN INTEGRATION OF SEVERAL ASSISTIVE TECHNOLOGIES

At the heart of the system is:

- ☑ A fully powered hospital bed
- ☑ A zero-lift patient transfer system
- ☑ A detachable standard wheelchair
- ☑ A convertible commode
- ☑ A patient repositioning system

*The chair is docked at the foot of the bed.
The conveyer system begins, virtually
eliminating any lifting during:*

- ☑ Transfer into or out of bed
- ☑ Transfer to and from the wheelchair
- ☑ Transfer to and from the converted
commode toilet chair
- ☑ In-bed positioning and repositioning

The system includes:

- ☑ Therapeutic pressure redistribution
mattress and seat cushions
- ☑ Bed-exit movement sensors
- ☑ Chair back and torso cushion
support
- ☑ In-bed scale system
- ☑ System data logger to measure and
record system activity

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